

<b>AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT</b>				1. Contract ID Code Firm-Fixed-Price		Page 1 Of 15	
2. Amendment/Modification No.  0002		3. Effective Date  2005JUN14		4. Requisition/Purchase Req No.  SEE SCHEDULE		5. Project No. (If applicable)	
6. Issued By TACOM WARREN AMSTA-AQ-ADBA MARIA KRAUS (586)574-7479 WARREN, MICHIGAN 48397-5000 HTTP://CONTRACTING.TACOM.ARMY.MIL EMAIL: KRAUSM@TACOM.ARMY.MIL		Code W56HZV		7. Administered By (If other than Item 6)  <div style="display: flex; justify-content: space-between;"><span>SCD</span><span>PAS</span><span>ADP PT</span></div>			
8. Name And Address Of Contractor (No., Street, City, County, State and Zip Code)				<input checked="" type="checkbox"/> 9A. Amendment Of Solicitation No. W56HZV-05-R-0424			
				<input type="checkbox"/> 9B. Dated (See Item 11) 2005MAY27			
				<input type="checkbox"/> 10A. Modification Of Contract/Order No.			
				<input type="checkbox"/> 10B. Dated (See Item 13)			
Code		Facility Code					
<b>11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS</b>							
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in item 14. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended, <input checked="" type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing items 8 and 15, and returning <u>2 signed</u> copies of the amendments: (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. <b>FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER.</b> If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.							
12. Accounting And Appropriation Data (If required)							
<b>13. THIS ITEM ONLY APPLIES TO MODIFICATIONS OF CONTRACTS/ORDERS</b> It Modifies The Contract/Order No. As Described In Item 14.							
<input type="checkbox"/> A. This Change Order is Issued Pursuant To: <span style="float: right;">The Changes Set Forth In Item 14 Are Made In</span> The Contract/Order No. In Item 10A.							
<input type="checkbox"/> B. The Above Numbered Contract/Order Is Modified To Reflect The Administrative Changes (such as changes in paying office, appropriation data, etc.) Set Forth In Item 14, Pursuant To The Authority of FAR 43.103(b).							
<input type="checkbox"/> C. This Supplemental Agreement Is Entered Into Pursuant To Authority Of:							
<input type="checkbox"/> D. Other (Specify type of modification and authority)							
<b>E. IMPORTANT:</b> Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the Issuing Office.							
14. Description Of Amendment/Modification (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)  SEE SECOND PAGE FOR DESCRIPTION							
<p>Except as provided herein, all terms and conditions of the document referenced in item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.</p>							
15A. Name And Title Of Signer (Type or print)				16A. Name And Title Of Contracting Officer (Type or print)			
15B. Contractor/Offeror  _____ (Signature of person authorized to sign)		15C. Date Signed		16B. United States Of America  By _____ /SIGNED/ (Signature of Contracting Officer)		16C. Date Signed	
NSN 7540-01-152-8070 PREVIOUS EDITIONS UNUSABLE				30-105-02		STANDARD FORM 30 (REV. 10-83) Prescribed by GSA FAR (48 CFR) 53.243	

<b>CONTINUATION SHEET</b>	<b>Reference No. of Document Being Continued</b> <b>PIIN/SIIN</b> W56HZV-05-R-0424 <b>MOD/AMD</b> 0002	<b>Page</b> 2 <b>of</b> 15
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SECTION A - SUPPLEMENTAL INFORMATION

A. THE PURPOSE OF THIS AMENDMENT 0002 TO W56HZV-05-R-0424 IS TO CHANGE THE FOLLOWING PARAGRAPHS TO:

1. PD 3.3.3 Highway transport. The Light loaders shall be highway transportable and self-loading onto the M172 series/semi-trailer, which has a deck height of 39.5, while meeting worldwide transportation requirements, with disassembly (T) and requiring the fewest permits. All FOL vehicles shall be highway transportable and self-loading onto the M870 series / semi-trailer, which has a deck height of 42, while meeting worldwide transportation requirements, with disassembly (T) and requiring the fewest permits. If disassembly, collapsing or removal of the cab is necessary, preparation time for trailer transport, or reassemble time after trailer transport, must be accomplished in one hour or less by two people. Thirty minutes or less by two people is desired. Removal of the cab, if required, must be accomplished with equipment organic to the unit. The use of BII only is desired. Transportation by trailer while fully assembled without permits is desired.

2. L.27.3.1 Describe your approach to transporting the Light Type II Loader by C-130 Air Force cargo aircraft and the Heavy Types I/II by highway on the M870 series semi-trailer (see PD paragraphs 3.3, 3.3.3, and 3.3.4). Transport while fully assembled without permits is desired. Provide a list of modifications you will make to each of the vehicles so that they are able to fit inside the smallest envelopes (C-130 for the Light Type II and highway transport for the Heavy Types I/II). If disassembly is necessary, indicate in your proposal the total time for preparation for transport of each vehicle type (requirement is no more than 60 minutes by two people), including the extent to which you approach the desired requirement of thirty minutes or less by two people for preparation in paragraphs 3.3.3 and 3.3.4 of the PD. Also, provide a list of all items, if any, that must be removed from the vehicle to meet the Roll-On/Roll-Off (RO/RO) requirements. If the cab needs to be removed, describe your approach to making the vehicle operational with cab removed for loading and unloading. Provide the time, personnel, tools, and equipment required for each item during disassembly and re-assembly; include the basis for establishing this estimate, broken down by specific tasks. For Heavy Type I/II Loaders on M870 trailers describe the different configurations possible for highway transport and the corresponding permit(s) required for each configuration. The equipment organic to the unit includes forklifts and cranes.

3. M.6.3.1 We desire vehicles that require the least amount of disassembly and re-assembly, using the fewest tools, personnel, and equipment, and in the shortest time, and the fewest permits (Heavy Loader highway transport only) to meet the smallest transportability envelope requirements (in paragraphs 3.3.3 and 3.3.4) of the PD. We will evaluate your proposal submission and assess the extent to which your proposed times for preparation for C-130 air transport (Light Type II) and highway transport (Heavy Types I/II) are achievable, and meet the requirements of not more than 60 minutes. Offerors who are assessed as credibly offering less time than the maximum time in the PD, up to the desired performance of no preparation time for shipment will be provided additional credit in the evaluation; this could be an assigned advantage or a higher merit rating, or both. Offerors who receive credit in the evaluation for proposing less time than the maximum allowed will have the specific proposed time for preparation incorporated as a requirement of the resulting contract.

4. M.3.d. Phase I Evaluation. Phase I will be an acceptable/not acceptable evaluation of the Technical approach to meeting the proposed contract requirements. The determination of acceptable will be based on an evaluation of the proposed technical approach against the following definition: The TIQs (Attachment 2), Technical proposal will be evaluated on an Acceptable/not Acceptable basis. To be considered ACCEPTABLE, the technical proposal must present an approach to the equipment that is assessed as reasonably likely to meet requirements. The available technical documentation, including such items as commercial literature, specification sheets, and sample commercial vehicle shall be provided, where necessary, to support a conclusion that the approach is feasible and practical. Supporting documentation shall be generally clear and demonstrate an understanding of the overall requirements.

B. The Purchase Description is changed in its entirety to reflect the above changes.

C. All other terms and conditions of the solicitation remain unchanged and in full force and effect.

D. The date and closing time remain unchanged.

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SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS

L.22 Reserved.

L.23 PROPOSAL INSTRUCTIONS AND CONTENT

L.23.1 The offeror shall submit two hard copies and an electronic version of their proposal as specified in L.23.1.1 through L.23.6 below. All proposal information must be in the English language. The written portion of the proposal shall include a volume for each factor of the evaluation, and a volume for the following information:

- a. One copy of SF 1449 signed by a person authorized to sign bids, quotations or proposals on behalf of the offeror.
- b. One copy of this solicitation (Sections A-K) with all fill-ins completed.
- c. Small/Small Disadvantaged Business Subcontracting Plan. This does not apply to U.S. Small Business firms.

L.23.1.1 Proposal Delivery Procedures (Paper and Electronic). Paper proposals will not be accepted at the TACOM Bid Lobby depository. The hardcopy paper and over-packed electronic versions (L.23.2) of your proposals will be required to go through a screening process prior to delivery to the Bid Lobby Depository. Your proposal will still be addressed and marked as required in Handcarried Offers, 52.215-4003. When your delivery service arrives at the main gate (11 Mile Road entrance) your proposal will be routed to building 249 receiving dock. Your delivery service will receive instructions and directions to Building 249 from TACOM security police upon arrival. Upon arrival at the receiving dock your delivery service representative must request that the receipt be date/time stamped. The receiving dock employees dont date/time stamp as a normal business activity. That date/time receipt will be the official time of delivery of your proposal per FAR 52.215-1 Instructions to Offerors - Competitive Acquisitions and FAR 53.214-7 late submissions, modifications and withdrawals.

L.23.1.2 Electronic Proposal: Identical electronic versions of your paper proposal shall be submitted for Volumes 1-6. Each Volume, including Attachments, shall be submitted in separate CD ROMs or write-protected Iomega 100Mb Zip or 1 Gb Jaz disks to facilitate Government review, and shall be readable on an IBM PC or compatible system running Microsoft Windows 95 or higher. File format must be compatible with Microsoft Word 97. For the Price Factor Volume, spreadsheets shall be in Excel or Excel readable format. The electronic version must be overpacked with the paper version.

L.23.1.3 Hardcopy proposal: Font size must be no smaller than 10 point with margins no less than 1 inch (top, bottom, left, and right) excluding headers, footers, and page numbers. Use standard 8.5 X 11 size paper except single foldout pages up to 17 X 11 may be used. Number each page and provide an index with each volume. The complete set of volumes will be accompanied by a cover letter (letter of transmittal) prepared on the companys letterhead. The number of pages of each separate volume shall be sent to the Bid Room, clearly labeled and in a separate binder as follows:

Volume 1 - Technical Factor (TIQ)  
Volume 2 - Reliability Factor  
Volume 3 - Logistics Factor  
Volume 4 - Price Factor  
Volume 5 - Logistic Past Performance/Small Business Participation Factor  
Volume 6 - SF 1449, RFP Sections A - K

L.23.1.4 Notwithstanding the information contained on the TACOM Procurement Network Website concerning electronic proposal submission, we will not accept e-mail or datafax offers.

L.23.1.5 In the event of a conflict between the electronic and hardcopy proposals, the hardcopy proposal will take precedence.

L.23.1.6 In addition to your written proposal, you must make available (within 100 miles of TACOM) the two Loader models that you are proposing. Your proposal must include the address and point of contact for each location. The Contracting Officer will make arrangements for the government team to examine the vehicles. The vehicles shall be the standard commercial models identified in B (1) of the Technical Information Questionnaires (TIQ), Attachment 2. The modifications that would be necessary to meet the requirements set forth in the Purchase Description are not required for these vehicles. Vehicles must be available no later than one week after RFP closing.

L.23.1.7 Proposal Submission Guidance. The offeror's proposal/offer, as required by this section, will be evaluated as set forth in Section M of this solicitation. In addition to the general requirements of the solicitation provision FAR 52.215-1 (Alt 1), your proposal submitted in response to this solicitation must contain all pertinent representations, certifications, and the additional information required for evaluation of the proposal.

L.23.1.8 Accordingly, offerors are encouraged to contact the Contracting Office via email in order to request an explanation of any aspect of these instructions.

L.24 Rejection of Proposals: Offerors are cautioned that proposals which fail to meaningfully respond to the requirements of Section L and which merely offer to perform the work in accordance with the RFP, or which fail to present more than a statement indicating their capability of compliance with the technical requirements without elaboration, shall be deemed unacceptable and shall not be further

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considered for award. Failure to conform to the requirements stated herein or exceptions taken to the terms and conditions of the RFP may form the basis for rejection of the offer. (See Section M Provision M.1b entitled "Rejection of Proposals").

L.25 - Volume 1 Technical - Go/No-Go

L.25.1 Offerors shall clearly establish conformance with technical requirements in the PD through the data and information which they submit with their proposal. Offerors shall establish conformance by submitting the following information.

L.25.1.1 Offerors shall fill in the TIQs found in Attachment 2, for the their proposed vehicles. Failure to provide any of the information required by Attachment 2 may render your proposal ineligible for award. In addition to completing the TIQs, offerors shall submit available commercial literature, and may submit additional technical information, commercial literature, or other supporting data.

L.26 Volume 2 Factor 1: Reliability

L.26.1 Submission of Reliability Proposal and Safeguarding of Contractor Reliability Data.

Offerors are advised that it is a crime to improperly release contractor proprietary data. In addition, the Government sequesters the Source Selection Evaluation Board (SSEB) in access controlled facilities to ensure safeguarding of proprietary data.

L.26.2 Reserved.

L.26.3 Reserved.

L.26.4 Reserved.

A. Reliability Estimate

Offeror will provide an estimate of the Mean Time Between Essential Function Failures (MTBEFF) for each of the offered Light Type II and Heavy Types I/II vehicles. Offeror will provide a discussion on whether you expect the military modifications (MIL-STD-209, transportability, NATO Slave Receptacle, etc. to reduce the estimated MTBEFF. If you anticipate a reduction of MTBEFF, elaborate on the effects and provide the resulting MTBEFFs. Failure to provide this information with your proposal may result in your proposal being rejected for failing to respond to the proposal preparation instructions.

B. Reliability Supporting Data.

i) A discussion on how elements of your corporate reliability program were executed on the commercial model development.

ii) A detailed analysis of how the offeror determined the estimated MTBEFF for each vehicle type.

The numbers used in the mathematical calculations to arrive at the MTBEFF estimate will be clearly represented in an easy to follow format. The basis of the numbers used in the calculations shall be clearly explained traceable. The detailed analysis shall include a summary distribution of essential function failures per definitions in Attachment 6 (The attachment refers to the HMEE, but is being provided here as a guidefor use with the FOL) and the corresponding actions taken to mitigate their effect on system reliability.

iii) Offeror shall prepare binders (one set for the Light Type II and one set for the Heavy Types I/II), tabbed for easy reference, with any data you feel necessary to support your analysis in para ii above. Supporting data can include the following:

- 1) Reliability test report on applicable commercial models.
- 2) Failure history including symptoms, causes, and fixes of each type of failure experienced in commercial fleet. Also information on the cumulative time at each failure, mean length of time (hours, miles, or whatever is appropriate) before each failure.
- 3) Parts demand data.
- 4) Minutes/summaries of any failure review boards conducted.
- 5) Expected life between overhauls
- 6) A copy of offered warranties (basic and extended) and warranty information results to include the major problems and their causes
- 7) How reliability growth has been applied to the proposed vehicles.
- 8) Number of years that the proposed commercial models have been in production and the total number produced.
- 9) The total number of similar model(s) produced and when.
- 10) Previous type of testing that has been done on vehicle offered to include both cold and hot testing
- 11) A copy of your ISO certification (if certified) and a copy of your subcontractors ISO certification (if available)

L.27 Volume 3 Factor 2: Logistics

There are five subfactors within the Logistics Factor: Global Support, Ease of Maintenance, Transportability, Commonality, and Maintenance Manuals. The relative weights of the elements are set forth in Section M.

L.27.1 Subfactor 1: Global Support

Global Support. The Army conducts more and more operations in areas of the world with austere infrastructures and little or no host nation support. Therefore, the government desires a global network to supplement its organic capabilities for the vehicles offered. This support consists of all parts and services, to be provided to CONUS (Continental United States) based units and to units deployed OCONUS (Outside CONUS), in both contingency and non-contingency areas of operation.

Describe how your current commercial parts support and technical service network is able to support the Government under worldwide peacetime and contingency (peacekeeping and wartime operations) for the offered vehicles, within the timeframes listed in Attachment 5, paragraph 1.3, for the following locations:

CONUS	OCONUS
Ft. Irwin, CA	Afghanistan
Ft. Hood, TX	Korea
Ft. Stewart, GA	Iraq
Ft. Leonard Wood, MO	Germany
Ft. Lewis, WA	Hawaii
Ft. Drum, NY	Philippines
	Kuwait

(Note: The list of locations above is a representative sample of locations within each of the US Strategic Commands area of responsibility and is not limiting or indicating the future locations of FOL deployment.)

If your global support approach includes a dealership network, provide a list of the locations of dealers, warehouses and distribution centers available for spare parts support for the locations listed above. Describe any changes to the offerors existing parts support system needed to meet the needs of the military at the locations listed above. Also, explain how your existing service network supports your worldwide customers.

L.27.2 Subfactor 2: Ease of Maintenance. The Army requires a FOL system that minimizes the maintenance burden on the soldier. Ease of Maintenance consists of the following: Ease of Removal and Replacement/Modular Design, Diagnostics, and Scheduled Maintenance.

a. Ease of Removal and Replacement/Modular Design.

Modular design is defined as the design of major components/assemblies (i.e., cab, engine, transmission, axles, front end loader, buckets, etc.) for ease of removal and replacement.

List design features that the offered vehicles have that are modular in design (i.e. quick release vs. bolted designs).

Provide the estimated times to remove and replace the following major components:

- Engine
- Transmission
- Front Axle
- Starter
- Alternator
- Main hydraulic pump

If your approach to engine and transmission removal requires that they are removed as a Power Pack, also list the time required to separate the two components.

Do not include times for Equipment Conditions (i.e., tasks required to prepare the vehicle for maintenance or remove parts to gain access to the component) and Follow-on Maintenance tasks (i.e., tasks required to install the parts that were removed as Equipment Conditions) in this estimate.

Provide any documentation or analysis generated that supports the validity of the estimated times for the six major components listed above. Your proposal shall include instructions from your commercial manuals on the performance of these tasks.

b. Diagnostics.

Describe what diagnostic features are offered with your proposed systems, including identifying all conditions that are measured. Describe the current diagnostic and fault isolation capabilities to facilitate the ease of serviceability and maintenance on the models you are offering. Describe in detail the method(s) of diagnosing malfunctions using any combination of the following: embedded diagnostics, automated diagnostics using external test equipment or manual diagnostics using external test equipment.

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c. Scheduled Maintenance.

Provide the times required to perform the maintenance tasks listed on Attachment 10. Provide documentation for the basis of each time estimate. Times listed in the srvice rate manual are preferred. If times are not available in service rate manual, provide credible documentation of estimated times. Identify all parts (quantities and cost), man-hours required to perform each task for each vehicle type on Attachment 10. If the offered vehicle(s) requires a maintenance action(s) other than those listed on Attachment 10 with a cumulative time of over 5 hours per year to perform, add the task(s) to Attachment 10 and provide all information on the chart. (Do not add routine operator tasks, i.e. fluid level checks, lube points and visual checks.)

L.27.3 Sub-factor 3: Transportability

L.27.3.1 Describe your approach to transporting the Light Type II Loader by C-130 Air Force cargo aircraft and the Heavy Types I/II by highway on the M870 series semi-trailer (see PD paragraphs 3.3, 3.3.3, and 3.3.4). Transport while fully assembled without permits is desired. Provide a list of modifications you will make to each of the vehicles so that they are able to fit inside the smallest envelopes (C-130 for the Light Type II and highway transport for the Heavy Types I/II). If disassembly is necessary, indicate in your proposal the total time for preparation for transport of each vehicle type (requirement is no more than 60 minutes by two people), including the extent to which you approach the desired requirement of thirty minutes or less by two people for preparation in paragraphs 3.3.3 and 3.3.4 of the PD. Also, provide a list of all items, if any, that must be removed from the vehicle to meet the Roll-On/Roll-Off (RO/RO) requirements. If the cab needs to be removed, describe your approach to making the vehicle operational with cab removed for loading and unloading. Provide the time, personnel, tools, and equipment required for each item during disassembly and re-assembly; include the basis for establishing this estimate, broken down by specific tasks. For Heavy Type I/II Loaders on M870 trailers describe the different configurations possible for highway transport and the corresponding permit(s) required for each configuration. The equipment organic to the unit includes forklifts and cranes.

L.27.3.2 Provide an engineering analysis of your lift/tie down provisions (include calculations and dimensions) and provide a discussion of how you intend to meet the MIL-STD-209 for lift and tie downs. Your proposal shall include line drawings of each of the vehicles showing measurements of the vehicle, vehicle weights, center of gravity, tire footprint area, and tire pressure.

L.27.4 Sub factor 4: Commonality. The offerors proposal shall address the Commonality between the Light Type II and Heavy Type I/II models and demonstrate savings to the Army as a result of such commonality. Supporting data shall include, at a minimum:

- a. Identify common parts (must identify parts by P/N which must be the same for both vehicles to be considered common), components, tools (must identify components and tools by P/N which must be the same for both vehicles to be common), and diagnostic software (which must be the same version for both vehicles in order to be considered common) between the Light Type II and Heavy Type I/II vehicles. Explain in detail the benefits the Army derives from these common items including supporting data and analysis. Where benefit to the Army is asserted because of commonality for parts, components, tools, and diagnostics software, the offeror must at a minumum address the usage of the item(s) in explaining the benefit.
- b. Identify and explain common or similar maintenance, operation, and diagnostic procedures between the Light Type II and Heavy Type I/II vehicles. Explain in detail the benefits (e.g., reduced training) the Army derives from these common procedures, including supporting data and analysis. Where benefit to the Army is asserted because of commonality or similarity of maintenance, operation and diagnostics procedures, the offeror must at a minumum address the usage of the item(s) in explaining the benefit.

L.27.5 Subfactor 5 Maintenance Manuals (Includes B004 - B007 and C004 - C007) (Supplemented COTS -23 and -23P manuals and related ETMs with underlying electronic files)

L.27.5.1 The proposal and evaluation will address the offerors plan to deliver acceptable maintenance and RPSTL manuals from the basis of a time phased layout of labor skills and labor mix. Offerors are required to define the baseline in terms of the existing manuals, explain an understanding of what an acceptable manual shall consist of, and provide a detailed labor estimate of the skills and mix (see Attachment 9) necessary to meet the acquisition need, including interim milestones. Most importantly, offerors must provide an explanation of the estimating methodology, on an overall basis as well as on an individual skill basis. Its the substantiating narrative that will be assessed to conclude the offerors level of understanding and likelihood of success. Offerors are cautioned that the same level of detail must be provided for the prime and all subcontractors involved in preparation and delivery of B004 - B007 and C004 - C007.

L.27.5.2 Current Commercial Off-the Shelf (COTS) TMs

Identify if the current TM(s) are paper based only or are based on intelligent, editable, searchable files. If the TM(s) are a combination of paper based and electronic files identify relative proportion of paper versus electronic. The higher proportion of paper only or non-editable electronic file should be reflected as an increased effort in your appropriate labor category & hours. Identify the types of computer hardware and software you and your subcontractor will use to meet the TM and the ETM requirements.

L.27.5.3 RESERVED

L.27.5.4 Estimating Methodology

Offeror shall provide the basis for the labor estimate. If an offeror is using a prior effort as a basis for the estimate, the offeror

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shall explain why that prior effort is similar to this requirement and what adjustments, if any, were made to the prior effort. If the offeror is using standard corporate estimating methodology to generate the estimate, explain the basis of this methodology and how it pertains to this requirement, and any adjustments made. If a detailed analysis of the baseline and final document requirements was used to generate the estimate explain the basis and results of the detailed analysis.

L.27.5.5 Labor Estimate

Offeror shall provide a detailed labor estimate in the format provided in Attachment 9. The estimate shall be time phased, by month, with start date of contract award and concluding with delivery of a final approved manuals/ ETMs. The offeror shall modify Attachment 9 as necessary to identify the various skill levels proposed for each skill category. The total hours needed to complete the manual should be indicated. This total shall be directly traceable to the price of the manual submitted in Attachment 12.

L.27.5.6. Narrative Explanation

Your proposal shall describe how you intend to go from your current TM(s) to delivery of the Maintenance TMs and ETM requirements in accordance with Section C, Exhibit K and CDRLs B004 - B007 and C004 - C007.

Identify if you plan on subcontracting any or all of the publication effort. Identify who your intended subcontractor(s) are.

Describe your (prime and sub(s)) controls and processes, personnel, facilities and equipment used for the development, hands-on validation, correcting, processing, handling and delivery of the restructured, re-paginated commercial manual with supplemental data (SD) incorporated into TMs/ETMs to meet our delivery requirements.

Offerors shall provide a narrative explanation of each labor category employed. This narrative shall explain the basis of the estimate, tied to the estimating methodology identified above. If an individual labor category is estimated with a methodology other than explained above, provide the basis of the estimate. Prime contractor shall include all direct hours to produce both maintenance manuals and RPSTLs, including subcontracts. Offerors shall explain the basis of the individual skill levels within a skill category. Offerors shall explain the time phasing of the hours against the interim milestones and the final delivery of both maintenance manuals and RPSTLs.

L.28 Volume 4 Factor 3: Price

L.28.1. The offeror shall provide all proposed prices in Attachment 12 (Proposed Prices and Total Evaluated Price Spreadsheet) of the solicitation. When the offeror electronically enters all proposed unit prices in Attachment 12, using Microsoft Excel, the total evaluated price is automatically calculated (and shown) in that electronic file. With its offer, the offeror shall include the completed electronic version of Attachment 12, in Microsoft Excel, with all the original formulas still embedded in the file. This spreadsheet includes all CLINs in Section B. The Price volume shall include all information indicated below. All amounts in Attachment 12 and in the Price Volume shall be in U.S. dollars. To aid in the Governments evaluation of price reasonableness, the offeror shall provide the following information in the Price Volume of the proposal:

- a. State the exchange rate (if applicable) being used to convert any currency to U.S. dollars.
- b. For CLINs 0101AA, 0102AA, and 0103AA, break down the proposed unit price for each CLIN into the following dollar amounts:
  - Base production price per vehicle
  - Price for nonrecurring engineering costs
  - Price for FAT and FAT report
  - Price for contractor support of government testing
  - Price for tester training
  - Price for shipping vehicle to test site and return shipping
  - Price for UID development
  - Other (list/identify by name and amount)
    - Total unit price (sum of the above)
- c. Supporting Data for CLINs 0101AB, 0102AB, and 0103AB:

Regarding the price for the base commercial vehicles, provide a copy of the current published catalog price or published price list (if any) that is available to your commercial customers or provided to your dealers or distributors. Also identify (as a percentage) and explain any discounts included in your offered prices for these CLINs.

Regarding the prices for Government-unique requirements (military modifications) that the offeror has included within the production prices, for the first ordering year provide the unit price for each Government-unique requirement (within CLINs 0101AB, 0102AB and 0103AB only) using Attachment 11 to this solicitation.

- d. For second and third ordering year CLINs (shown on Attachment 8) covering I&KPT and NET, provide information to support each

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proposed price, in the format provided as Attachment 8 to this RFP.

e. For all Technical Assistance CLINs (those ending in 13AA,13AB and 13AC in each ordering year), in the Price Volume break down each proposed price per man-day into the following elements:

- direct labor cost
- other direct cost
- indirect cost
- profit

Total price per man-day (sum of the above)

f. For CLINs 0104AA, 0105AA, 0106AA, 0107AA, 0108AA, 0115AA, 0116AA, and 0117AA, provide a copy of the current published catalog price or published price list (if any) that is available to your commercial customers or provided to your dealers or distributors. Also identify (as a percentage) and explain any discounts included in your offered prices.

L.28.2. If necessary, the Government reserves the right to request additional information to aid in its evaluation of price reasonableness.

L.29 Volume 5 Factor 4: Logistics Past Performance/Small Business Participation

L.29.1 Subfactor 1: Logistics Past Performance

a. The Offeror is required to provide the following under this subfactor:

1. Identify who will perform the logistics effort for this contract. If the logistics effort will be performed by a subcontractor, indicate whether you have worked with this subcontractor in the past.

2. For prior logistics contracts which are considered recent and relevant to the logistic portion of Section C Statement of Work, include in Volume 5 the information specified in L.29.1.a.4.a. through L.29.1.a.4.e. below.

3. Additionally, for each contract identified under L.29.1a.2. above, issue a past performance questionnaire in accordance with the instructions in L.29.1 paragraph h. below. The Offeror shall see the instructions in L.29.1 paragraph h. requesting early submission of certain Past Performance information.

4. Recent/Relevant Contract Information: The Offeror shall identify and submit no more than 7 of the most recent/relevant Contracts for each of the Prime and each (if any) logistic subcontractor. Recent contracts are those with any performance occurring within the three years prior to the date this RFP was issued. Offerors can demonstrate the relevance of their Past Performance by focusing on the following specific efforts and their similarity to the requirements of this solicitation:

- i) Development of MIL-STD-40051 Operator and Maintenance TMs
- ii) Development of supplemental data for authenticated commercial manuals
- iii) Development of CCSS Repair Parts and Special Tools List (RPSTL) TMs
- iv) Development of Electronic Technical Manuals (ETMs)
- v) Development of provisioning data
- vi) Development of New Equipment Training materials
- vii) Development of Maintenance Analysis
- viii) Development of packaging data

For each of your recent/relevant past contracts, provide the following information:

- (a) Contract Number
- (b) Contract type
- (c) Award Price/Cost
- (d) Original delivery schedule
- (e) Final, or projected final delivery schedule
- (f) For other than firm fixed price contracts, the estimated or target cost and the actual cost
- (g) Your (or your logistic subcontractors) CCR, CAGE and DUNS numbers
- (h) Government contracting activity address, telephone number, and e-mail
- (i) Procuring Contracting Officer's (PCO's), name, telephone number and e-mail
- (j) Government contracting activity technical representative, or COR, telephone number and e-mail
- (k) Government contracting activity, and the name, telephone number and e-mail of the Administrative Contracting Officer
- (l) Description of scope of work requirements and a discussion of similarities between the contract scope and the scope of this solicitation

(m) For the listed contracts, your self-assessment must address the technical quality of the effort provided; timeliness of performance; cost control; and customer satisfaction. Identify any quality awards or recognition received. Include an explanation for



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any cost growth, schedule delays or failure to meet technical requirements, and any corrective actions, measures, or procedures taken to avoid such problems in the future.

b. Cancellations and Terminations: Identify any recent contracts, which have been terminated or that are in the process of being terminated, or canceled for any reason, in whole or in part (regardless of whether its requirements were/are similar to this solicitation). Include prime contracts, contracts under which you were a subcontractor and any of your logistics subcontractors contracts. Provide the information requested in L.29.1a.4. above for any of these contracts. If there were no cancellations or terminations, state that.

c. Corporate Entities: If any contract listed above was performed by a corporate entity or division other than the corporate entity or division that would perform work under this RFP, please identify them and indicate to what extent those entities will perform this effort. If they have relocated or changed ownership since performance of the listed efforts, please describe any changes in terms of personnel, facilities, or equipment, from those expected to perform this effort.

The Offeror shall also provide the above requested information for any proposed logistic subcontractor who will perform a significant portion of the effort. Offerors must also describe in detail the work each subcontractor will perform. Offerors shall include in their proposal the written consent of their proposed significant subcontractors to allow the Government to discuss the subcontractor's past performance during negotiations.

d. Key Personnel: If you have limited or no recent or relevant past performance, but have key personnel who will be playing a significant role in this effort who do have relevant experience, we may consider this experience in our evaluation of performance risk. In order for us to consider such experience, please identify these personnel and describe their relevant roles and responsibilities for their previous employer, and their roles and responsibilities as planned for the current requirement. Also, provide similar information to that identified above in L.29.1a.4., for those contracts that these key personnel were involved in with those previous employers.

e. Predecessor Companies: If you, or your logistic subcontractor, only has relevant and recent performance history as a part of a predecessor company, we may consider that past performance in our evaluation of performance risk. Please provide the information for those recent, relevant contracts of that predecessor company. Offerors must also document the history of the evolution from the predecessor company.

f. Contacting References: Offerors are advised that the Government may contact any of the references that the Offeror provides and third parties for performance information, and that the Government reserves the right to use any information received as part of its evaluation. Offerors shall include in their proposal the written consent of their proposed subcontractors to allow the Government to discuss the subcontractor's past performance during negotiations.

g. Thorough and Complete Information: The Government does not assume the duty to search for data to cure problems we find in proposals. The burden of providing thorough and complete past performance information remains with you. We may assign a "higher risk" rating to your proposal, or reject your proposal if we do not receive the information requested.

h. Questionnaires: A past performance questionnaire is provided at Attachment 7. For the contracts described in L.29.1a.4., the Offeror shall send a copy of the past performance questionnaire directly to the federal, state or local government agency which had past performance working with them on similar/relevant requirements. Immediately upon receipt of the solicitation and based on identification of your most recent and relevant customers, the Offeror shall send the questionnaire to the appropriate Contracting Officer's Representative (COR) and Procuring Contracting Officer (PCO), or other appropriate technical and contracting individuals. The Offeror shall request that these individuals complete the questionnaire and forward it electronically directly to the Government at krausm@us.army.mil no later than five days before the solicitation closing date (See Block #9 of the SF 33 cover page to this solicitation).

In addition, the Offeror is requested to prepare and submit to the Contract Specialist within twenty two days of posting of the final RFP, a list of the references to which the past performance questionnaire was sent. The reference list must be sent to the Contract Specialist via email at krausm@us.army.mil and shall contain the following information prepared in the following format:

- (1) Contract Number / Delivery Order
- (2) Contract / Delivery Order Type
- (3) Program Title
- (4) P / S (Enter "P" if performed as a prime contractor or "S" if performed as a subcontractor
- (5) Customer point-of-contact with telephone number and e-mail address
- (6) Date questionnaire was sent to the customer

L.29.2 Subfactor 2 - Small Business Participation This provision applies to every offeror (U.S. and non-U.S.), regardless of size status or location of its manufacturing facility or headquarters.

L.29.2.1 All offerors, including offerors who are either (1) themselves U.S. small business concerns based on the NAICS code assigned to this requirement or (2) non-U.S. based foreign firms, are to identify the extent to which U.S. small business concerns would be utilized as first tier subcontractors in the performance of the proposed contract. U.S. small business concerns are defined (1) in FAR 19.001 and (2) by the criteria and size standards in FAR 19.102 for the applicable North American Industry Classification System code. U.S.

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Small Business concerns include small businesses (SBs), small disadvantaged businesses (SDBs), HUBZone small businesses (HUBZone SBs), woman-owned small businesses (WOSBs), veteran-owned/service-disabled veteran-owned small businesses (VOSBs) and historically black colleges/universities and minority institutions (HBCU/MIs).

L.29.2.1.1 If the prime offeror (to include any U.S. small business concerns who are proposing as part of a joint venture or teaming arrangement), is itself a U.S. small business concern, the offeror's own participation, as a SB, SDB, WOSB, VOSB, HUBZone SB, and/or HBCU/MI, will also be considered small business participation for the purpose of this evaluation. In this event, the extent of prime offeror participation as a U.S. small business concern shall be detailed, as described below, in the same manner as subcontracts to first tier U.S. small business concerns.

L.29.2.2 Small business concern participation, for the base year as well as for each option period/out-year (if any), shall be identified in a table format substantially as follows (note the numbers in this table are sample numbers):

BASE YEAR		Dollar Amount (all SubKs)*	Percentage of SB Participation
BUSINESS CATEGORY			
Total Subcontracting (LB+SB)		\$43.00M	100.00%
SB		\$10.00M	23.25% (\$10M of \$43M)
SDB		\$ 2.15M	5.00% (\$2.15M of \$43M)
WOSB		\$ 2.36M	5.50% (\$2.36M of \$43M)
VOSB		\$ 0.30M	0.69% (\$0.3M of \$43M)
HUBZone SB		\$ 1.00M	2.32% (\$1.0M of \$43M)
HBCU/MI		\$ 0.15M	0.35% (\$0.35% of \$43M)

\*Includes 1st tier subcontractors only; Interdivisional transfers are considered subcontracts; includes prime offeror participation if the prime is a U.S. small business concern.

L.29.2.3 All offerors, regardless of size and whether the offeror is a U.S. or non-U.S. firm, are to provide (individually for each base year and for each option/out year (if any), the names of small business concerns (including the prime offeror if a small business concern) who would participate in the proposed contract; the small business classification of each small business concern (i.e. SB, SDB, WOSB, VOSB, HUBZone SB, and/or HBCU/MI); a short description of the specific components to be produced or services to be provided by each small business concern; and the estimated total dollars for each product or service. This data shall be provided in a table format substantially as follows (note the numbers and the descriptions in this table are samples):

Base Year		SB Classifications(s)	Description of Product/Service	Total Dollars
Name of SB Concern				
ABC Co.		SB	Wire	\$0.50M
ABC Co.		SB	Plating	\$0.75M
EFG Inc.		SB, WOSB, VOSB	Circuit Cards	\$1.20M
(Prime Offeror)				

L.29.2.4 As defined below, offerors shall also provide the following:

L.29.2.4.1 Offerors who ARE either (1) a U.S. large business, as defined by the North American Industry Classification System code applicable to this solicitation, or (2) a firm who has previously performed a Contract containing FAR 52.219-9, are to provide a description of their performance in complying with the requirements of FAR 52.219-9, including documentation of their accomplishment of the goals established under Subcontracting Plans of prior contracts. This data shall include contracts performed over the last three calendar years. Firms that have never held a contract incorporating FAR 52.219-9 shall so state.

L.29.2.4.2 All offerors who ARE NOT either (1) a U.S. large business, as defined by the North American Industry Classification System code applicable to this solicitation, or (2) any firm who has previously performed a Contract containing FAR 52.219-9, shall substantiate their proposed approach to meeting the requirements of FAR 52.219-8. Substantiation may include providing (1) a description of the offeror's performance, over the past three calendar years, in complying with the requirements of FAR 52.219-8 (Note: if the offeror has not performed a contract, over the past three years, which included FAR 52.219-8, the offeror shall so state); (2) a description and available documentation of any methods or techniques used to promote small business participation; (3) any listings of U.S. small business concerns who are subcontracting candidates; (4) the internal procedures used to monitor small business participation during contract performance, and/or (5) any other information substantiating that the offeror will satisfy the requirements of FAR 52.219-8.

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SECTION M - EVALUATION FACTORS FOR AWARD  
M.3 BASIS OF AWARD

a. Selection of Successful Offeror. The government plans to award one contract for vehicle production and related services and data (CLINS 0101 - 1013) as a result of this solicitation. The objective of the FOL program is to acquire commercially available equipment that provides the Best Value to the government when evaluated in accordance with the criteria described below. We desire the low-risk solution, which is something that already exists as opposed to something that needs to be developed.

b. Two Step Evaluation Process. The evaluation of proposals in response to this solicitation is structured in two phases. Phase I is an evaluation of the technical merits of the offer. This evaluation will be on an acceptable/not acceptable basis. Any offerors proposal assessed as not acceptable in Phase I will be notified that its proposal will no longer be considered for award.

c. Under Phase II of the evaluation process, those proposals found acceptable under Phase I will be evaluated using a trade-off process to determine which proposal provides the most advantageous and realistic proposal (i.e. best value) considering the following four factors: Reliability, Logistics, Price, and Logistic Past Performance/Small Business Participation.

d. Phase I Evaluation. Phase I will be an acceptable/not acceptable evaluation of the Technical approach to meeting the proposed contract requirements. The determination of acceptable will be based on an evaluation of the proposed technical approach against the following definition:

The TIQs (Attachment 2), Technical proposal will be evaluated on an Acceptable/not Acceptable basis. To be considered ACCEPTABLE, the technical proposal must present an approach to the equipment that is assessed as reasonably likely to meet requirements. The available technical documentation, including such items as commercial literature, specification sheets, and sample commercial vehicle shall be provided, where necessary, to support a conclusion that the approach is feasible and practical. Supporting documentation shall be generally clear and demonstrate an understanding of the overall requirements.

NOTE: Technical performance beyond the minimum acceptable, as defined above, will not be carried over into Phase II evaluation and given evaluation credit. The end result of Phase I will be on an acceptable/not acceptable basis.

e. Phase II Evaluation. Phase II of the evaluation is a best value process to select the most advantageous and realistic offer from among those Phase I proposals assessed as acceptable. Under Phase II, the Government will weigh the merits in Reliability, Logistics and Logistics Past Performance/Small Business factors against the evaluated price to the Government to determine which proposal, in its judgment, represents the best value. The Technical Factor Phase I proposal will not be considered in the Phase II best value award decision. As part of the trade-off determination of best value, the relative advantages, disadvantages, and risks of each proposal will be considered.

f. Sample Commercial Vehicles. The vehicles will be used to validate/verify the TIQs in Phase I and as necessary, any portion of your written proposal in Phase II.

g. The Government intends to award a contract without discussions, but reserves the right to hold discussions, in any phase of the evaluation, if necessary. Where award will be made without discussions, exchanges with offerors are limited to Clarifications as defined in FAR 15.306(a).

h. Rejection of offers. Offerors must carefully read, understand, and provide all information requested in the Proposal Preparation Instructions contained in Section L. If there are parts of the Section L instructions you do not understand, request clarification from the Contracting Officer. The circumstances that may lead to the rejection of a proposal are:

(1) The proposal fails to meaningfully respond to the Proposal Preparation Instructions specified in Section L of this solicitation. Examples of failure to meaningfully respond include:

(i) when a proposal merely offers to perform work according to the RFP terms or fails to present more than a statement indicating its capability to comply with the RFP terms and does not provide support and elaboration as specified in Section L of this solicitation.

(ii) a proposal fails to provide any of the data and information required in Section L.

(iii) proposal provides some data but omits significant material data and information required by Section L.

(iv) proposal merely repeats the contract Scope of Work without elaboration.

(2) Reflects an inherent lack of technical competence or failure to comprehend the complexity and risks required to perform the RFPs requirements due to submission of a proposal which is unrealistically high or low in cost and/or price and/or unrealistic in terms of technical or schedule commitments.

(3) Contains any unexplained significant inconsistency between the proposed effort and cost and/or price, which implies the offeror has (1) an inherent misunderstanding of the scope of work, or (2) an inability to perform the resultant contract.

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(4) Is unbalanced as to cost or price. An unbalanced offer is one which is based on costs or prices significantly high or low for one given period versus another period. There must be a direct relationship between the effort expended and its cost or price for each ordering period and each option year.

(5) Is unaffordable.

(6) Offers a product or service that does not meet all stated material requirements of the solicitation.

i. Risk Assessment. The government will assess the capability of each offeror in four factors: Reliability, Logistics, Price, and Logistics Past Performance and Small Business. (See M.4 below.) The government will assess the risk of successful performance. For the purpose of evaluation of proposals in response to this RFP, proposals shall be evaluated in terms of both proposal risk and performance risk as follows:

Proposal Risks. Proposal Risks are those risks associated with an offerors proposed approach in providing goods and/or services in accordance with the terms and conditions of the contract. Terms and conditions include, for example, the performance, quality, and timeliness requirements of the contract. The government will consider the following, and may take into account, other relevant considerations, when it assesses risk: (i) the feasibility and probability of the approach meeting specific requirements of the solicitation, (ii) the adequacy, precision, and clarity of the analysis techniques, including rationale, and (iii) the general quality of the proposal, including, for example, understanding of the requirement, completeness and thoroughness of the proposal. Proposal Risk is assessed by the Source Selection Evaluation Board (SSEB) and is integrated into the rating of the Reliability Factor, Logistics Factor, Price Factor and Logistics Past Performance/Small Business Participation Factor.

Performance Risks. Performance Risks are those risks associated with the probability that an offeror will successfully perform the solicitation requirements as indicated by that offerors record of past and current performance. The SSEB will assess performance risk in the Logistics Past Performance/Small Business Participation Factor.

j. Contractor Responsibility And Eligibility For Award. To be eligible for award, you must be determined responsible by the Contracting Officer. A pre-award survey may be used to aid in this determination. The Government will award a contract to the offeror that: represents the best value to the Government, submits a proposal that meets all the material requirements of this solicitation, and meets all the responsibility criteria at FAR 9.104. To make sure that you meet the responsibility criteria at FAR 9.104, the Government may arrange a visit to your plant and perform a pre-award survey or ask you to provide financial, technical, production, or managerial background information. If you do not provide the Government with the data requested within 7 days from the date you receive the request, or if you refuse a Government visit to your facility, the Government may determine you non-responsible. If the Government visits your facility, please make sure that you have current certified financial statements and other data relevant to your proposal available for the team to review.

k. Determination of Responsibility. Per FAR 9.103, contracts will be placed only with contractors that the Contracting Officer determines to be responsible, that is, those who satisfactorily perform the necessary tasks and delivery of the required items on time. Prospective offerors, in order to qualify as sources for this acquisition, must be able to demonstrate that they meet standards of responsibility set forth in FAR 9.104.1 and FAR 9.104-3(b). In addition, the Government may assess the offerors financial and management capabilities to meet the solicitation requirements. Accordingly, the Government reserves the right to reject an offeror who cannot satisfy the Governments requirements as set forth in this RFP. The Government reserves the right to conduct a Pre-Award Survey on any or all offerors (or their significant subcontractors, defined as any subcontract dollar value in excess of \$100,000 per performance period or if the subcontracted work is critical to the whole) to aid the Procuring Contracting Officer (PCO) in the evaluation of each offerors proposal and ensure that a selected contractor is responsible. The SSEB will consider the results of any such Pre-Award Surveys in the selection decision. No award can be made to an offeror who has been determined to be not responsible by the PCO.

M.4 SOURCE SELECTION CRITERIA AND THEIR RELATIVE IMPORTANCE.

M.4.2 Best Value Evaluation

a. To determine the best value, we will evaluate the following factors:

1. Reliability
2. Logistics
3. Price
4. Logistic Past Performance/Small Business Participation

The Reliability factor is more important than the Logistics factor. The Logistics factor is more important than the Price factor. The Price factor is significantly more important than the Logistics Past Performance/Small Business factor. When combined, the Reliability,

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Logistics, and Logistics Past Performance/Small Business factors are significantly more important than the Price factor.

b. The Price Factor and non-Price Factors of each proposal will be evaluated. The non-price factors combined are significantly more important than Price. However, the closer the offerors evaluations are in the non-price factors, the more significant Price becomes in the decision. The fact that Price is not the most important consideration does not mean that it may not be the controlling factor: 1) in circumstances where two or more proposals are considered equal; 2) when an otherwise superior proposal is unaffordable; or 3) when advantages of a higher rated, higher priced proposal are not considered to be worth the price premium.

M.5 FACTOR 1:RELIABILITY

The Government will evaluate the offerors proposal and prepare a narrative risk assessment of the ability of the offered Light Type II and Heavy Types I/II to demonstrate a 160 hour MTBEFF with at least 80% confidence during a RAM test of at least 685 hours. The evaluation will be based on the credibility and traceability of the information provided for review to substantiate the offerors claim of MTBEFF. Offerors who credibly propose an MTBEFF greater than 160 hours will be given credit only for the reduced risk of meeting this level of reliability. A reliability program which currently exists and exhibits credible application of reliability principles, will generally be considered to reduce risk.

M.6 FACTOR 2: LOGISTICS.

The Logistics evaluation will be based on information received in the written proposal. Logistics has five subfactors: Global Support, Ease of Maintenance, Transportability, Commonality, and Maintenance Manuals. Global Support is more important than Ease Of Maintenance. Transportability, Commonality, and Maintenance Manuals are approximately equal in importance to each other, each of which is less important than Ease of Maintenance.

M.6.1. Subfactor 1: Global Support. The Government will evaluate the offerors proposal and prepare a narrative risk assessment based on the demonstrated and/or planned ability of the offeror to credibly provide global repair parts availability for the FOL. A parts support capability which currently exists for the FOL, and is successfully operating, will generally be considered a superior solution. Proposed solutions that require more extensive changes/additions to the offerors existing part support system may be considered as having progressively higher risk of credibly providing the required global parts support. The Government will also evaluate the offerors proposal and prepare a narrative risk assessment based on the demonstrated and/or planned ability of the offeror to credibly provide timely global technical services support for the FOL. A technical service network consisting of selling and servicing dealerships that employ technical service representatives who are certified by the FOL manufacturer and are immediately available to assist Army units at the locations listed in L.27.1, for timely service support, will generally be considered a superior solution. Progressively higher risk of providing timely global technical service support may be assigned to offerors having either no, or few, servicing and selling dealerships which offer technical service representatives (certified by the manufacturer).

M.6.2 Subfactor 2 - Ease of Maintenance. The government will evaluate the offerors proposal and prepare a narrative risk assessment based on the probability that the offerors system will minimize the maintenance burden on the Army units. Ease of Maintenance will be evaluated as follows:

a. Ease of Removal and Replacement/Modular Design. We desire a vehicle designed for ease of removal and replacement of the major components/assemblies. A current vehicle offering modular components/assemblies and designed for ease of removal and replacement of components is a system which minimizes the maintenance burden on the Army units and will generally be considered a superior solution. The Government will evaluate the extent that modularity is considered in the design process also we will compare your task times for removing and replacing components listed in L.27.2 to the current systems (2.5 yd: 3805-01-150-4814, 4.5 yd.: 3805-01-052-9042, and 5 yd: 3805-01-052-9043.) Those vehicles offering equal to or longer task times will generally be considered to impose a progressively higher maintenance burden on the Army.

b. Diagnostics. We desire the vehicle with the capability to diagnose the greatest number of mission essential fault conditions. A current vehicle offering completely embedded diagnostic capability is reflective of a system that minimizes the maintenance burden on the Army units and will generally be considered a superior solution. Those vehicles offering less than completely embedded diagnostic capability will generally be considered to impose a progressively higher maintenance burden on the Army.

c. Scheduled Maintenance. We desire a vehicle that requires the least amount of scheduled maintenance. We will compare the number of tasks, frequency, parts cost, and man-hours associated with the required maintenance actions on Attachment 10 to the current systems (2.5 yd: 3805-01-150-4814, 4.5 yd.: 3805-01-052-9042, and 5 yd: 3805-01-052-9043.) Current vehicles offering fewer maintenance tasks, longer intervals, lower parts cost and fewer man-hours are reflective of a system that minimizes the maintenance burden on the Army units and will generally be considered a superior solution. Those vehicles offering equal to or more maintenance tasks, shorter intervals, higher parts cost and equal to or more man-hours will generally be considered to impose a progressively higher maintenance burden on the Army.

M.6.3 Sub-factor 3 -- Transportability.

M.6.3.1 We desire vehicles that require the least amount of disassembly and re-assembly, using the fewest tools, personnel, and equipment, and in the shortest time, and the fewest permits (Heavy Loader highway transport only) to meet the smallest transportability

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envelope requirements (in paragraphs 3.3.3 and 3.3.4) of the PD. We will evaluate your proposal submission and assess the extent to which your proposed times for preparation for C-130 air transport (Light Type II) and highway transport (Heavy Types I/II) are achievable, and meet the requirements of not more than 60 minutes. Offerors who are assessed as credibly offering less time than the maximum time in the PD, up to the desired performance of no preparation time for shipment will be provided additional credit in the evaluation; this could be an assigned advantage or a higher merit rating, or both. Offerors who receive credit in the evaluation for proposing less time than the maximum allowed will have the specific proposed time for preparation incorporated as a requirement of the resulting contract.

M.6.3.2 We also want to ensure the offeror understands MIL-STD-209 requirements for design of lift and tie down provisions. We will evaluate your understanding of, and technical approach to meeting, those transport requirements, and assess the risk of successfully meeting that requirement.

M.6.4 Subfactor 4 Commonality. The government will evaluate the offerors proposal and prepare a narrative assessment based on the extent to which the offered vehicles provide commonality between Light Type II and Heavy Type I/II that benefits the Army (i.e., how commonality reduces or does not place an additional burden on the Armys logistics footprint).

M.6.5 Subfactor 5 Maintenance Manuals (-23 and -23P)

The Government will assess the proposal and assign an adjectival rating and risk rating indicating the likelihood that the offeror will deliver maintenance manuals that meet the Governments requirements in accordance with the schedule.

**M.7 FACTOR 3: PRICE**

M.7.1. The Price Factor evaluation will consider the total evaluated price. The assessment of total evaluated price will include an assessment of the reasonableness of the proposed prices. A price is considered reasonable if that price does not exceed what would be incurred by a prudent person in the conduct of competitive business.

M.7.2 . The total evaluated price amount will be used in the trade-off evaluation. The total evaluated price amount is the sum of all CLINs and options. The total evaluated price amount for an Offeror shall use (for evaluation purposes only) the quantities on Attachment 12, and shall be calculated per Attachment 12. For calculation of the First Destination transportation charges, Attachment 12 will use the simple average of the prices proposed per zone, multiplied by the total estimated quantity per year.

**M.8 Factor 4 LOGISTIC PAST PERFORMANCE/SMALL BUSINESS PARTICIPATION**

We will conduct a past performance evaluation to assess performance risks which are defined as those risks associated with your likelihood of success in performing the solicitation's requirements. This Factor has two Subfactors, Logistics Past Performance and Small Business Participation. Subfactor 1 is significantly more important than Subfactor 2.

M.8.1 Subfactor 1 - Logistics Past Performance. The assessment of Past Performance will be based on the offerors and/or logistics subcontractors (if applicable) current and past record of contract performance, of contracts performed within the last 3 years, as it relates to the probability that the offeror will successfully accomplish the required logistic effort. When addressing performance risk, the Government will focus its inquiry on the offerors and/or logistics subcontractors record of performance as related to program requirements including;

M.8.1.1 Considerations: We will consider the record of the following for logistic data:

- a. Technical: Conformance to specifications and standards of good workmanship
- b. Schedule: Adherence to delivery schedules, program schedules, and problem solving ability.
- c. Business Relations: Responsiveness, reasonableness, cooperative behavior, communicative behavior, and commitment to customer satisfaction.

M.8.1.2 A significant achievement, problem, or lack of relevant data in any element of the work can become an important consideration in the source selection process. A negative finding under any element may result in an overall high-risk rating. Therefore, offerors are reminded to include all relevant past efforts, including any demonstrated corrective actions, in their proposal. Offerors without a record of relevant Past Performance, upon which to base a meaningful performance risk prediction, will be rated as "Unknown Risk", which is neither favorable nor unfavorable.

M.8.1.3 In evaluating each offerors performance history, the Government will look at the offerors delivery performance, and/or that of the logistics subcontractor, against the contracts original delivery schedule unless the delay was Government caused. Schedule extensions that were the fault of the offeror, or a proposed subcontractors fault, even if consideration was provided, will be counted against the offeror. The Government will also evaluate general trends in past performance, including demonstrated corrective actions.

M.8.1.4 Additionally, the offeror may be evaluated based on other internal Government or private source information. While the

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**Name of Offeror or Contractor:**

Government may elect to consider data obtained from external sources other than the proposal, the burden of providing thorough and complete past performance information rests with the offeror.

M.8.2 Subfactor 2 - Small Business Participation

M.8.2.1 The Government will evaluate the extent of small business concern participation in terms of the percentage of total subcontracted dollars which the offeror credibly proposes to subcontract to U.S. small business concerns (SB, SDB, WOSB, VOSB, HUBZone SBs and/or HBCU/Mis) in the performance of the contract. For the purpose of this evaluation, the extent of prime offeror (or joint venture partner/teaming arrangement) participation in proposed contract performance, where the offeror is a U.S. small business concern, for the NAICS code applicable to this solicitation, will also be considered small business participation.

M.8.2.2 The evaluation will include the following.

M.8.2.2.1 The extent to which the proposal identifies participation of U.S. small business concerns (to include, as described above, the participation of the offeror if it is a U.S. small business concern). The extent of participation of such concerns shall be evaluated in terms of the percentage of the total subcontract amount (to include, as described above, the extent of participation of the offeror if it is a U.S. small business concern):

M.8.2.2.2 The complexity of the items/services to be furnished by U.S. small business concerns;

M.8.2.2.3 An assessment of the probability that the offeror will satisfy the requirements of FAR 52.219-8/9 (as applicable to the offeror) and achieve the levels of Small Business Participation identified in the proposal. This assessment will be based upon both (a) a proposal risk assessment of the offerors proposed Small Business Participation approach, and (b) a performance risk assessment of prior achievements (past performance) in satisfying commitments and requirements under FAR 52.219-8/9; and

M.8.2.3 Offerors are advised that they will be evaluated, under the Small Business Participation Subfactor, based upon the risk, and extent, of the offeror credibly achieving the Governments goals for U.S. small business concern participation. Goals include (1) U.S. small business concern participation of 23% or more, (2) U.S. small disadvantaged business concern participation of 5% or more; and (3) U.S. small business concern participation by furnishing items/services of extreme complexity.

\*\*\* END OF NARRATIVE M 001 \*\*\*